



SPONSOR / EXHIBITOR PROSPECTUS

JUNE 6-7 (Pre-con: 6/5 | Tours & Executive Briefings: 6/8) **THE COSMOPOLITAN OF LAS VEGAS | LAS VEGAS, NV**

 WWW.IB-CON.COM

REALCOMM CONNECTS YOU WITH THE COMPANIES YOU WANT TO REACH

The 20th annual Realcomm Conference & Expo, happening June 2018 will bring together more than 1,400 commercial, corporate, institutional and government real estate professionals to explore the latest technology tools and innovations available to the industry.



IBcon is the only global conference and tradeshow specifically dedicated to bringing together ALL aspects of the “Intelligent Building” including the traditional building automation topics such as HVAC, lighting and security, as well as new components such as digital signage, parking, fire/life safety, access control and others.

EXHIBITING HELPS YOU BUILD THE RIGHT CONNECTIONS

For sponsors and exhibitors, Realcomm 2018 is the most targeted event in the industry to showcase technology products and services designed for the commercial real estate industry. You will enjoy meeting with hundreds of attendees, speakers, media, and visionary members of both communities who share the common goal of promoting the use of technology to improve how we design, build, lease, automate and use commercial property.

Be part of this dynamic event by becoming a sponsor or exhibitor today.

Contact our event team for more information about sponsorship and exhibitor pricing and benefits.



KIM DUKE
Sales Associate
T: 919.342.0366
kduke@realcomm.com



SANDRA ALCANTAR
Events Coordinator
T: 760.994.9978
salcantar@realcomm.com



LISA WOODS
Managing Partner, Vice President
Strategy & Business Development
T: 919.285.2368
lwoods@realcomm.com



CAMERON SAUNDERS
Account Manager
T: 603.373.0553
csaunders@realcomm.com



WHO WILL ATTEND

IBcon should be attended by building owners and managers, as well as a broad cross-section of individuals who represent interdepartmental boundaries within organizations from facilities management, building engineering, energy and sustainability, IT, real estate operations, asset and portfolio management, construction, project management, architecture and design.

Real Estate Sectors

Commercial
Corporate
Government
Healthcare
Education
Sports & Entertainment
Transportation
Manufacturing

Job Function

Asset Managers
Operations
Property Management
Facilities & Engineering
Real Estate
Investment

Information Technology (IT)
Energy/Sustainability
Finance
Sales & Marketing
Leasing
Business Development
Architects

Real Estate Types

Office
Industrial
Retail
Multifamily
Mixed Use

Organizational Types

Real Estate Owners/Developers/
Investors

Urban Planning Firms
Design/Architecture Companies
MEP Firms
Specifying
Developers
Construction Companies
Hardware and Software Solutions
Providers
Consulting Companies
Integrators
Manufactures
Venture and Investment Capital
Firms
Associations
Research Organizations
Media Organizations
Energy Companies

CONFERENCE HIGHLIGHTS

Education

6 TRACKS — 30+ SESSIONS – 100 SPEAKERS

IBcon will present educational tracks which will feature case studies pertaining to next generation implementations and a new level of data collection, analytics and reporting resulting from the introduction of integrated systems, implications for organizational alignment, skills development and change management that will be mandated within organizations to facilitate the intelligent integration of key business processes into the high performance building ecosystem.

IBCON TOPICS UNDER CONSIDERATION:

- 3D Digital Scanning
- Access Control
- Aligning the Organization Around Smart Building Initiatives
- AR/VR
- BAS & EMS Platforms
- BIM for O&M
- Creating a Smart Mall
- DAS/Wireless
- Designing the Base Building Network
- Digital Signage
- Drones
- Energy Procurement
- FDD & Analytics
- Finding, Training & Retaining Talent
- Fire/Life Safety
- Impact of Autonomous Cars
- Incident Tracking & Situational Awareness
- Integrator Summit
- Intelligent Retrofit Strategies
- IoT for Smart Buildings & Campuses
- Lighting Tech
- Microgrids & Storage
- Net Zero
- Personalized Controls
- Physical Security
- Power Conditioning
- Predictive Maintenance
- Project Haystack
- Renewables
- Robotics
- Smart Building Best Practices
- Smart Building Bootcamp
- Smart Building Data Strategies
- Smart Parking
- Sustainability Reporting
- Waste Technologies
- Water Technologies
- Wearables

Technology

VENDOR EXPO

Powered by Realcomm 2016, IBcon provides a unique opportunity for vendors to showcase their products at two conferences under one roof. The Expo will showcase the most connected, smart, intelligent buildings technology products and services.

Collaboration

NETWORKING OPPORTUNITIES

Don't miss this chance to discuss and debate the latest technologies, trends and best practices in-depth with visionary leaders and experts in the industry and with other like-minded professionals.

2018 TENTATIVE SCHEDULE OF EVENTS

Tuesday, June 5

START	END	EVENT
8:30 AM	6:00 PM	Pre-Conference Events/Meetings

Wednesday, June 6

8:00 AM	10:15 AM	Keynote Session / Conf. Kickoff
10:30 AM		Exhibit Hall Opens
11:00 AM	12:30 PM	Morning Breakout Sessions
12:30 PM	2:00 PM	Lunch / Exhibit Hall Break
2:00 PM	5:30 PM	Afternoon Breakout Sessions
5:30 PM	7:30 PM	Networking Reception & Digie Awards in Exhibit Hall

Thursday, June 7

8:30 AM	10:30 AM	Smart Buildings Showcase
10:30 AM		Exhibit Hall Opens
10:45 AM	11:45 AM	Morning Breakout Sessions
11:45 AM	1:15 PM	Lunch / Exhibit Hall Break
1:15 PM	4:15 PM	Afternoon Breakout Sessions
3:00 PM		Exhibit Hall Closes

Friday, June 8

8:00 AM	5:00 PM	Executive Briefings and Tours
---------	---------	-------------------------------

OUR 2018 ADVISORY COUNCIL COMING SOON

IBcon would like to thank its 2017 Advisory Council for their contributions.

- Michael Frazee**
VP, Information & Communications Technology
LEND LEASE
- Gerry Hamilton**
Director, Facilities Energy Mgmt.
STANFORD UNIVERSITY
- Rick Huijbregts**
VP, Digital Transformation & Innovation
CISCO SYSTEMS
- Michael Kruklinski**
EVP, Head of Region Americas
SIEMENS REAL ESTATE
- Andrew Matthews**
IT Development Manager
AMP CAPITAL INVESTORS
- Joshua Morejohn**
Energy Manager
UC DAVIS
- Richard Newberry**
Advisor
KMC CONTROLS
- Marc Petock**
Chief Communications Officer & Vice President, Marketing
LYNXSPRING
- Frank Rotello**
CEO
ALPHA CONTROLS & SERVICES
- Vladi Shunturov**
Co-Founder & President
LUCID
- Ken Smyers**
Consultant
CONTROLTRENDS AWARDS
- Clayton Ulrich**
SVP
HINES
- Tom Wirth**
Facilities Operations Manager
FACEBOOK

- CO-CHAIR Scott Collins**
Project Executive
BEDROCK
- Sanjot Bhusari**
IB Practice Leader
AEI
- Jim Caldwell**
Sector Navigator, Energy Efficiency & Utilities
CALIFORNIA COMMUNITY COLLEGE SYSTEM
- Brian Dauskurdas**
Principal
FORCE PARTNERS
- David Giddings**
Director, National Programs
OXFORD PROPERTIES GROUP
- Rob Hamon**
Director, Energy & Sustainability
BOXER PROPERTY
- Daryld Karloff**
EVP
BAKER GROUP
- Ben Levine**
Executive Director
METROLAB NETWORK
- Ted Maulucci**
President
SMARTONE SOLUTIONS
- Quinn Munton**
Executive Director
GPG ADVISERS
- Paul Oswald**
Managing Director
CBRE|ESI
- John Petze**
Principal
SKYFOUNDRY
- Carlos Santamaria**
Founder & Principal
CEES-ADVISORS
- Ken Sinclair**
Founder, Publisher, Owner
AUTOMATEDBUILDINGS.COM
- Eric Stromquist**
CEO
STROMQUIST & COMPANY
- Alex Waibel**
President
BUILDINGLOGIX
- Leighton Wolffe**
Principal
NORTHBRIDGE ENERGY PARTNERS

- CO-CHAIR Chip Pierpont**
Director, Facilities Operations & Technologies
GSA
- Rich Bluth**
VP, Energy Management
IRVINE COMPANY
- Scott Cochrane**
President
COCHRANE SUPPLY & ENGINEERING
- John Dulin**
VP, Market Development
CORNING
- John Gilbert**
EVP & COO
RUDIN MANAGEMENT
- Mike Hess**
VP, Smart & Sustainable Buildings
PANASONIC USA
- Kurt Karnatz**
President
ENVIRONMENTAL SYSTEMS DESIGN (ESD)
- Rick Lisa**
Group Sales Director, WW IoT Business Development
INTEL CORPORATION
- Scott McBrayne**
Sr. Director, National Operations
CADILLAC FAIRVIEW
- Rob Murchison**
Co-Founder
INTELLIGENT BUILDINGS
- Sukanya Paciorek**
EVP, Head of Asset Management
BROOKLYN NAVY YARD
- David Pogue**
Global Director of Corporate Responsibility
CBRE
- Pete Scarpelli**
Operating Advisor
PEGASUS CAPITAL ADVISORS
- Jim Sinopoli**
Principal
SMART BUILDINGS
- Kevin Teng**
Executive Director of Sustainability
MARINA BAY SANDS
- Leroy Walden**
President
HIGHROSE CONSULTANTS
- Leon Wurfel**
Managing Director
BUENO

- David Bartlett**
CTO
CURRENT, POWERED BY GE
- James Brogan**
Director, CIO
KPF
- Daniel Cocosa**
Regional Facility Manager, BMS
GOOGLE
- Bruce Duyshart**
Director
MELD STRATEGIES
- Noah Goldstein**
Director
NAVIGANT
- Jason Houck**
CIO
HEPTA CONTROL SYSTEMS
- Konkana Khaund**
Principal Consultant, North America
FROST & SULLIVAN PROPERTIES
- Lachlan MacQuarrie**
VP, Real Estate Management
OXFORD PROPERTIES GROUP
- James McHale**
CEO & Founder
MEMOORI LTD.
- Tom Myers**
Director, Commercial Real Estate
LUTRON ELECTRONICS
- David Palin**
Sustainability Manager
MIRVAC PROPERTY GROUP
- Curt Radkin**
SVP, Corporate Properties
WELLS FARGO
- Shane Schroeder**
Director, Smart Buildings
TARGET
- Darrell Smith**
Director, Central Facilities Operation
GOOGLE
- Benedict Tranel**
Principal
GENSLER
- Donald Walker**
Partner
NEWCOMB & BOYD
- Cindy Zhu**
Fellow
DEPARTMENT OF ENERGY

- Wade Berner**
Director of Systems Performance & Turnover
MIT
- Edwin Buckley**
Director, FM North America
ERICSSON
- Ujjaini Dasgupta**
Director of Marketing
PHILIPS
- Maureen Ehrenberg**
Executive Managing Director, Integrated Facilities Mgmt.
JLL
- David Gunter**
VP, Global Facilities Mgmt.
MCKESSON
- Ted Houck**
President
HEPTA CONTROL SYSTEMS
- Shaun Klann**
VP
INTELLIGENT BUILDINGS
- Charles Matta**
Director
GSA
- Charles Meyers**
Chief Technical Architect
WELLS FARGO - CORPORATE PROPERTY GROUP
- Jeff Nash**
Sr. Director, Energy Management
GGP
- Greg Peterson**
Manager, Global Energy
IBM CORPORATION
- Todd Ratcliffe**
Section Chief, Cyber Division
FEDERAL BUREAU OF INVESTIGATION
- Tom Shircliff**
Co-Founder
INTELLIGENT BUILDINGS
- Mike Smith**
President & CEO
WHITE SPACE
- Brian Turner**
President
OTI / OPERATIONAL TECHNOLOGY INTEGRATORS
- Byron Washom**
Director, Strategic Energy Initiatives
UC SAN DIEGO
- Ron Zimmer**
President & CEO
CABA



EXHIBITOR OPPORTUNITIES

The IBCON exhibit floor is vital for providing real estate owners and IT directors access to the best solutions providers in the industry. A significant number of new ideas and innovative solutions come from the exhibit floor every year—and so do some of the biggest business deals.

EXHIBIT HALL BOOTH PACKAGES

Kiosk Package

PACKAGE COST: \$2,500

COMPLETE PACKAGE INCLUDES:

- One (1) podium kiosk
- One (1) stool
- One (1) complimentary full access conference pass
- Two (2) exhibit only passes
- Company name listed with link to your home page on Realcomm website

Single Booth (standard 10x10)

PACKAGE COST: \$4,950

COMPLETE PACKAGE INCLUDES:

- Two (2) complimentary full access conference passes
- Four (4) exhibit only passes
- One (1) Real Estate (end-user only) Guest Pass
- Company name listed with link to your home page on Realcomm website
- Exhibitor Listing in Conference Program Guide
- Pipe & drape back wall (8') and sidewall (3')

Premium Exhibit Package Upgrade

ADDITIONAL \$1,000 *Can be added to any size booth

- All items in the Standard Exhibit Package PLUS
- One (1) Advisory Sidebar Ad
- Your choice of one (1) of the following:
 1. Pre-conference mailing to group of 2500 real estate executives (postage and postcard at exhibitors cost) OR
 2. One supporting session sponsorship of your choice in the educational program
 3. 5-minute interview/presentation slot in the Realcomm "Conference Live" news desk schedule

Tandem Booth (standard 10x20)

PACKAGE COST: \$8,800

COMPLETE PACKAGE INCLUDES:

- Three (3) complimentary full access conference passes
- Five (5) Exhibit Only Passes
- Two (2) Real Estate (end-user only) Guest Passes
- Company name listed with link to your home page on Realcomm website
- Exhibitor Listing in Conference Program Guide
- Pipe & Drape back wall (8') and sidewall (3')

Triple Booth (standard 10x30)

PACKAGE COST: \$13,200

COMPLETE PACKAGE INCLUDES:

- Four (4) complimentary full access conference passes
- Six (6) Exhibit Only Passes
- Two (2) Real Estate (end-user only) Guest Passes
- Company name listed with link to your home page on Realcomm website
- Listing in Conference Program Guide
- Pipe & Drape back wall (8') and sidewall (3')

Quad Booth (20x20)

PACKAGE COST: \$17,600

COMPLETE PACKAGE INCLUDES:

- Five (5) complimentary full access conference passes
- Seven (7) exhibit only passes
- Three (3) Real Estate (end-user only) Guest Passes
- Company name listed with link to your home page on Realcomm website
- Listing in Conference Program Guide
- Pipe & Drape back wall (8') and sidewall (3')

"Ready to Show" Exhibit Package Upgrade

This package is a "Turn-Key" method for furnishing your space. You choose the style you like and we deliver everything to your space. All you need to bring is your signage and collateral! Includes all items in the Standard Exhibit Package PLUS your choice of either the Conference or Lounge set up listed below

SINGLE READY TO SHOW: \$8,450 | TANDEM READY TO SHOW: \$12,300

*For larger spaces, please ask for details.

SELECT ANY OF THE ABOVE PACKAGES AND ADD THE FOLLOWING: Upgraded 42" monitor add \$300

"READY TO SHOW" - CONFERENCE SET UP

- One (1) Conference Table - 36" Round
- Four (4) Conference Chairs
- One (1) Literature Rack
- Carpet
- One (1) 20" Flat Screen Monitor
- One (1) Computer Kiosk (To place Monitor for demos)
- One (1) 22" x 28" chrome sign holder
- One (1) Electrical Drop
- Electrical Labor - Install & Dismantle
- Labor to Install & Remove Flat Screen

"READY TO SHOW" - LOUNGE SET UP

- One (1) Leather Sofa
- Two (2) Chairs
- One (1) Coffee Table
- One (1) Literature Rack
- One (1) 20" Flat Screen Monitor
- One (1) Computer Kiosk (To place Monitor for demos)
- One (1) 22" x 28" chrome sign holder
- Carpet
- One (1) Electrical Drop
- Electrical Labor - Install & Dismantle
- Labor to Install & Remove Flat Screen

**To add a booth to any sponsorship package priced at \$7,500 and up, or to increase the booth size for a sponsorship package already containing a booth please add \$4950 per 10x10 space.

**Additional exhibitor/sponsor passes are available at a discounted rate of \$995 each (maximum of 3) if purchased with your sponsor package. The rate will increase to \$1,295 if added later.

** Please Note: Prices for tandem booths and larger will be increasing effective January 1, 2018.



** Please Note: Prices for tandem booths and larger will be increasing effective January 1, 2018.



SPONSORSHIP OPPORTUNITIES

Platinum and Gold Level Sponsorships

IBcon provides an excellent venue for vendors offering technology solutions to the commercial, corporate, government and institutional real estate industry. For those looking for additional exposure, our sponsorship programs offer a great opportunity to showcase your solutions. We provide a broad offering of sponsor packages in order to meet the varying demands (and budgets) of our vendor community. If there is a unique opportunity that you do not see listed here, please contact us with your ideas.

Platinum Level Sponsorships

The platinum sponsorships provide maximum exposure at the conference. These sponsorships are designed to spotlight the leading technology organizations for commercial real estate. The benefits of this sponsorship provide a strong, consistent message from the beginning of the marketing campaign in January 2017 through the conference in June. The platinum sponsorship is the optimum vehicle for promoting your organization at IBcon.

Platinum Level Sponsorship – FOUR (4) AVAILABLE AT \$45,000 EACH

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition at the main entrance to the conference
- Sponsor recognition on all display signs
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in the “Save-the-Date” mailing
- Sponsor recognition in the Conference Program Guide
- Sponsor recognition in the printed pre-conference promotional mailer
- Sponsor recognition in all conference email marketing campaigns
- Sponsor recognition on Realcomm website with a link to your home page
- Sponsor recognition in the Realcomm Advisory email newsletter
- Sponsor recognition in post conference survey
- Speaking opportunity inside the educational program
- Opportunity to participate in Prize Giveaway
- One (1) pass to the CIO Roundtable event
- One (1) pass to the VIP Reception on pre-conference day
- Ten (10) complimentary full conference passes
- Ten (10) complimentary Exhibit Hall passes
- Five (5) Real Estate (end-user only) Guest Passes
- Full-page ad in the Conference Program Guide
- 2-minute multimedia video prominently displayed at the Exhibit Hall entrance
- First-right-of-refusal for platinum sponsorship for the following convention year
- Priority Exhibit Booth Space selection
- Quad 20 x 20
- 5-minute conference live interview

Gold Level Sponsorship – FOUR (4) AT \$30,000 EACH

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition on all display signs
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in the Conference Preview
- Sponsor recognition in the Conference Program Guide
- Sponsor recognition on Realcomm website with a link to your home page
- Sponsor recognition in the printed pre-conference promotional mailer
- Sponsor recognition in all conference email marketing campaigns
- Speaking opportunity inside the educational program (availability across multiple tracks)
- Sponsor recognition in the Conference Brochure
- Half-page ad in the Conference Program Guide
- First right of refusal to sponsorship the following convention year
- Opportunity to participate in Prize Giveaway
- Six (6) complimentary full conference passes
- Six (6) complimentary Exhibit Hall passes
- Three (3) Real Estate (end-user only) Guest Passes
- Priority exhibit space selection
- Tandem 10 x 20 Exhibit Space
- 5-minute conference live interview

Advertising and Media Opportunities:

2018 Conference Program Guide: The Realcomm Conference Program Guide is a publication given to every attendee and referenced continually during the conference. It is the key navigational tool for the conference and includes the complete agenda and timeline, track and session information, details on speakers, sponsors and exhibitors and the exhibitor floor plan.

2018 CONFERENCE PROGRAM GUIDE AD PRICING:

Full Page Ad-Back Cover	\$3,000
Full Page Ad-Inside (4 Available):	\$1,500
Full Page Ad-Inside Front or Inside Back:	\$2,000
Half Page (4 Available):	\$750

RealcommMarketplace: Yearlong listing includes online and printed presence. **Featured Vendor - \$750 | Premiere Vendor - \$1,500**

CONFERENCE LIVE



Conference LIVE Sponsorship / Gold Level – \$30,000

2 AVAILABLE: 1 REPRESENTING REALCOMM CONFERENCE / 1 REPRESENTING IBCON CONFERENCE

Conference Live is the center stage area of the Exhibit Hall where all executive leadership interviews, presentations, give aways, demos, DIGIE AWARDS, press releases, live music, product launches, technology demos, etc. will be hosted and many of the presentations will be broadcast LIVE over the web.

- Designation as “Conference Live Sponsor” on all marketing material (pre and post conference) and conference website
- Opportunity for a prominent presentation slot at Conference LIVE Day 1 and Day 2 of the conference
- Participation as presenter at Kick-off Conference Live Interview on either Day 1 or Day 2
- Multi-media presentation played on large overhead screen (+ LIVE media streaming) (2 min.)
- Sponsor recognition by Moderator at opening and/or closing DIGIE AWARD ceremony (held at Conference LIVE Stage)
- Sponsor recognition strategically placed on set backdrop and/or Conference LIVE stage (present and visible during all Conference LIVE interviews)
- Sponsor logo on all floor signage surrounding Conference LIVE
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Conference Program Guide
- Half page ad in the Conference Program Guide
- Company name and logo on Realcomm | IBCON website with link to your home page
- Sponsor recognition in the printed pre-conference promotional mailer
- Sponsor marketing material can be distributed on tables and racks/on Conference Live seats
- Sponsor opportunity for visibility on Video clips sent to each “interviewee” post conference, for the purpose of distribution to their clients and prospects
- Sponsor opportunity for visibility on select Video clips included in Advisory newsletter post conference (distribution 55,000+)
- Sponsor opportunity for selection of 2 clients to be interviewed at Conference LIVE on story of technology, innovation or case study involving sponsor’s products and/or services
- Opportunity to participate in Prize Giveaway
- Six (6) Full Access Conference passes
- Six (6) Exhibit Hall Only passes
- Three (3) Real Estate (end-user only) Guest Passes
- First right of refusal to sponsorship the following convention year
- Priority exhibit space selection
- Tandem Exhibit Space (10x20)

PRE-CONFERENCE EVENT SPONSORSHIP OPPORTUNITIES

2018 Realcomm | IBCON Golf Outing Sponsorships

Be part of the Realcomm | IBCON Golf Tournament. Sponsorship of this social event will provide you with an opportunity to meet and enjoy a day of golf with a select group of real estate professionals.

Main Event Sponsor – \$3,500

3 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Participation in a Foursome (2 players)
- Announcement at start and end of play
- Sponsor Recognition on #1 and #18
- Sponsor Logo recognition on golf cart sign
- One additional staff member allowed to attend Reception

Reception Sponsor – \$3,000

4 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Participation in a Foursome (1 player)
- Remarks at start and end of reception
- Announcement of tournament winners
- Sponsor Recognition on Hole (1)
- Sponsor Logo recognition on golf cart sign
- One additional staff member allowed to attend Reception

Beverage Cart Sponsor – \$2,500

2 AVAILABLE

- Participation in a Foursome (1 player)
- Signage on Beverage Cart and Drink Tickets
- Sponsor Logo recognition on golf cart sign
- Cart to follow Beverage Cart

Lunch/Transportation Sponsor – \$2,500

2 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Participation in a Foursome (1 player)
- Sponsor Recognition on Coach
- Sponsor Logo Recognition on Lunch Boxes

Par 3 - Stay Sponsors – \$2,500

2 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Participation in a Foursome (1 player)
- Table at Par 3 Tee box to greet golfers
- Sponsor Logo recognition on golf cart sign

CIO Roundtable

The Realcomm CIO Roundtable has become the premier meeting place for Commercial Real Estate CIOs around the globe. The event provides an opportunity for them to gather to hear from leading speakers, discuss the most pertinent issues impacting their organizations and network with their peers/associates. It also has become an annual opportunity to reset the benchmarks for IT related issues for the industry. Sponsorship of this event provides the highest level of visibility and exposure to our CIO delegates.

CIO Roundtable Keynote Sponsorship – \$22,500

1 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition inside the CIO Roundtable event
- Presentation opportunity to CIO Roundtable attendees
- Sponsor recognition by Moderator at opening and closing of event
- Company logo on intro slide at beginning of event
- Sponsor recognition on all CIO Roundtable program materials
- Sponsor recognition on signage outside CIO Roundtable session room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Realcomm Conference Program Guide
- Sponsor recognition in the printed pre-conference promotional mailer
- Company name and logo on Realcomm website with link to your home page
- Five (5) Full Access Conference passes
- Five (5) Exhibit Only Passes
- Three (3) passes to CIO Roundtable Event
- Three (3) Real Estate (end user only) Guest Passes
- First right of refusal to sponsorship the following convention year
- Single 10x10 Standard Exhibit Space

CIO Roundtable Sponsorship – General Sponsorship – \$19,500

4 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition inside the CIO Roundtable event
- Speaking opportunity during event
- Sponsor recognition by Moderator at opening and closing of event
- Company logo on intro slide at beginning of event
- Sponsor recognition on all CIO Roundtable program materials
- Sponsor recognition on signage outside CIO Roundtable room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Realcomm Conference Program Guide
- Sponsor recognition in the printed pre-conference promotional mailer
- Company name and logo on Realcomm website with link to your home page
- Four (4) Full Access Conference passes
- Five (5) Exhibit Hall Only passes
- Three (3) Real Estate (end user only) Guest Passes
- Two (2) passes to CIO Roundtable event
- First right of refusal to sponsorship the following convention year
- Single 10x10 Standard Exhibit space

CIO Roundtable Break Sponsor – \$6,000

2 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition by Moderator at beginning and end of break sessions
- Sponsor logo on intro slide at breaks
- Sponsor recognition on all session track materials
- Sponsor recognition on signage outside event room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Realcomm Conference Program Guide
- Sponsor recognition on Realcomm website with link to your home page
- Sponsor marketing material placed on designated table near refreshments
- Sponsor logo on napkins
- One (1) pass to CIO Roundtable event
- One (1) Full Access Conference pass
- One (1) Real Estate (end user only) Guest Pass

Private VIP Reception – \$12,500

The VIP Reception is an exclusive networking sponsorship that allows your company to rub elbows with the high-level executives of the most influential real estate firms in the industry. The reception is an invitation only pre-conference event immediately following the CIO Roundtable and the Property & Facility Management Innovation Summit. Several hundred attendees gather to mingle with friends and socialize after a long day of intense roundtable discussions and presentations.

4 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- One (1) pass to the CIO Roundtable event
- Sponsor recognition in the CIO Roundtable event as Sponsor of the VIP Reception
- Sponsor name and logo on signage inside or near reception area
- Sponsor recognition on invitation
- Company name and logo on Realcomm website with link to your home page
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in the Realcomm Program Guide
- Sponsor logo on napkins
- Four (4) VIP Passes for the reception
- Four (4) Full Access conference passes
- Three (3) Real Estate (end user only) Guest Passes
- First right of refusal to sponsorship the following convention year

IB Boot Camp

For those who have been analyzing this topic for years, it is easy to get into complex discussions quickly. The visions are clear and the goals are large. However, for those who have not been involved in the creation of this new industry, the topic can be overwhelming. This track is designed for property managers, facility managers, IT professionals, energy and sustainability professionals and anyone else involved in the building industry that is interested in learning more. Boot Camp will provide a great foundation for understanding this emerging market.

IB Boot Camp Sponsorship – \$10,000

3 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition by moderator at opening and closing of session
- Presentation opportunity to Summit attendees (8-10 min.)
- Company logo on intro slides at beginning and end of session
- Sponsor recognition on all IB Boot Camp program materials
- Sponsor recognition on signage outside session room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Realcomm Conference Program Guide
- Company logo on the Realcomm website with a link to your home page
- Three (3) Full Access Conference passes
- Three (3) seats at the IB Boot Camp Summit (invitation only, closed event)
- First right of refusal to sponsorship the following convention year

IB Boot Camp Supporting Sponsorship – \$5,000

2 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition by moderator at opening and closing of session
- Company logo on intro slides at beginning and end of session
- Sponsor recognition on all IB Boot Camp program materials
- Sponsor recognition on signage outside session room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Realcomm Conference Program Guide
- Company logo on the Realcomm website with a link to your home page
- Two (2) Full Access Conference passes
- One (1) seat at the IB Boot Camp Summit (invitation only, closed event)
- First right of refusal to sponsorship the following convention year

IB Boot Camp Break Sponsorship – \$3,500

2 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition by chairperson at beginning and end of break
- Logo on intro slide at break
- Sponsor recognition on all IB Boot Camp marketing materials
- Sponsor recognition on signage outside session room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition on Realcomm website with link to your home page
- Sponsor marketing material placed on designated table near refreshments
- Sponsor logo on napkins
- One representative allowed attendance to the event
- One (1) Full Access conference pass
- First right of refusal to sponsorship the following convention year

Advisory Council Summit

Sponsorship of the annual Advisory Council Summit provides you with an opportunity to meet and network with our Advisory Council members, who are CIOs representing the leading firms in the commercial and corporate real estate industry. This event sponsorship includes participation by 2 members of your team at a strategy luncheon meeting and networking social event exclusively for our Advisory Council just prior to the conference.

Advisory Council Summit Sponsorship – \$10,000

4 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Sponsor logo on VIP invitations to Advisor attendees
- Company logo on the Realcomm website with a link to your home page
- Sponsor recognition on a conference meter board signage
- Sponsor recognition during lunch
- Opportunity to address group during lunch or during social event
- Sponsor recognition during social event and dinner
- Sponsor logo present on all marketing and hand-out materials
- Two (2) passes to the Advisory Council Lunch
- Two (2) passes to the Social event and Dinner
- Two (2) Full Access conference passes
- Two (2) Real Estate (end user only) Guest Passes
- First right of refusal to sponsorship the following convention year



Smart Building Integrator Summit Sponsorship – \$7,500

2 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition by Moderator at opening and closing of session
- Presentation opportunity to Integrator Summit attendees (8-10 min.)
- Company logo on intro slides at beginning and end of session
- Sponsor recognition on all Summit program materials
- Sponsor recognition on signage outside session room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Realcomm Conference Program Guide
- Company logo on the Realcomm website with a link to your home page
- Three (3) Full Access Conference passes
- First right of refusal to sponsorship the following convention year

Smart Building Integrator Summit Supporting Sponsorship – \$5,000

2 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition by Moderator at opening and closing of session
- Company logo on intro slides at beginning and end of session
- Sponsor recognition on all Summit program materials
- Sponsor recognition on signage outside session room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Realcomm Conference Program Guide
- Company logo on the Realcomm website with a link to your home page
- Two (2) Full Access Conference passes
- First right of refusal to sponsorship the following convention year

Smart Building Integrator Summit Break Sponsorship – \$3,500

2 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition by Moderator at beginning and end of break
- Logo on intro slide at break
- Sponsor recognition on all Summit marketing materials
- Sponsor recognition on signage outside session room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition on Realcomm website with link to your home page
- Sponsor marketing material placed on designated table near refreshments
- One (1) Full Access conference pass
- First right of refusal to sponsorship the following convention year

Realcomm-IBcon Cybersecurity Summit Sponsorships – \$10,000

2 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition by at opening and closing of session
- Presentation opportunity to Summit attendees (5-7 min.)
- Company logo on intro slides at beginning and end of session
- Sponsor recognition on all Summit program materials
- Sponsor recognition on signage outside session room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Realcomm Conference Program Guide
- Company logo on the Realcomm website with a link to your home page
- Three (3) Passes to Cybersecurity Summit
- Three (3) Full Access Conference passes
- First right of refusal to sponsorship the following convention year

Realcomm-IBcon Cybersecurity Summit Supporting Sponsorship – \$5,000

2 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition by Moderator at opening and closing of session
- Company logo on intro slides at beginning and end of session
- Sponsor recognition on all Summit program materials
- Sponsor recognition on signage outside session room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Realcomm Conference Program Guide
- Company logo on the Realcomm website with a link to your home page
- Two (2) Full Access Conference passes
- First right of refusal to sponsorship the following convention year

Realcomm-IBcon Cybersecurity Summit Break Sponsorship – \$3500

2 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition by Moderator at beginning and end of break
- Logo on intro slide at break
- Sponsor recognition on all Summit marketing materials
- Sponsor recognition on signage outside session room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition on Realcomm website with link to your home page
- Sponsor marketing material placed on designated table near refreshments
- One (1) Pass to Cybersecurity Summit
- One (1) Full Access conference pass
- First right of refusal to sponsorship the following convention year

COO/CAO/CFO Summit Sponsorship – \$5,000

2 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition by Moderator at opening and closing of session
- Presentation opportunity to Summit attendees
- Company logo on intro slides at beginning and end of session
- Sponsor recognition on all COO/CAO/CFO Summit program materials
- Sponsor recognition on signage outside session room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Realcomm Conference Program Guide
- Company logo on the Realcomm website with a link to your home page
- Two (2) Full Access Conference passes
- Two (2) Real Estate (end user only) Guest Passes
- First right of refusal to sponsorship the following convention year

Higher Education – Smart Campus Summit Sponsorship – \$5,000

2 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition by Moderator at opening and closing of sessions
- Presentation opportunity to Summit attendees
- Sponsor logo on intro slide before all Track sessions
- Sponsor recognition on all session track materials
- Sponsor recognition on signage outside session room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Realcomm Conference Program Guide
- Sponsor recognition on Realcomm website with link to your Home Page
- Sponsor may place marketing materials/company literature on table in back of the room
- Two (2) Full Access Conference passes
- Two (2) Real Estate (end user only) Guest Passes
- First right of refusal to sponsorship the following convention year

Sustainability Executive Smart Building Symposium Sponsorships – \$5,000

2 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition by Moderator at opening and closing of session
- Presentation opportunity to Summit attendees
- Company logo on intro slides at beginning and end of session
- Sponsor recognition on all Sustainability Executive Smart Building Symposium program materials
- Sponsor recognition on signage outside session room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Realcomm Conference Program Guide
- Company logo on the Realcomm website with a link to your home page
- Two (2) Full Access Conference passes
- First right of refusal to sponsorship the following convention year

** Additional exhibitor/sponsor passes are available at a discounted rate of \$995 each (maximum of 3) if purchased with your sponsor package. The rate will increase to \$1,295 if added later.

GENERAL SESSION, SPECIAL MEETINGS & NETWORKING OPPORTUNITIES

General Session | Day 1 | Keynote/Conference Kickoff Event

The Keynote General Session is the opening event for the Realcomm-IBcon Conference and is the largest and most well attended session of the conference. This General Session Keynote Address will feature a panel of leading visionaries who will share their views on innovation in the commercial real estate industry. This sponsorship provides the best exposure to the largest audience. Your company's logo will be prominently placed on event signage, in the program guide and on our website.

General Session Keynote Sponsorship – \$20,000

2 AVAILABLE: 1 REPRESENTING REALCOMM CONFERENCE / 1 REPRESENTING IBCON CONFERENCE

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition on the General Session introductory slide
- Presentation opportunity in the General Session
- Company name and logo on General Session Stage
- Company name and logo on Realcomm website with link to your home page
- Sponsor recognition in Conference Program Guide
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in the printed pre-conference promotional mailer
- Five (5) Full Access Conference passes
- Five (5) Exhibit Hall Only passes
- Three (3) Real Estate (end user only) Guest Passes
- First right of refusal to sponsorship the following convention year
- Single 10x10 Standard Exhibit Space

General Session Event Sponsor – \$15,000

2 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition on the General Session introductory slide
- Company name and logo on General Session Stage
- Company name and logo on Realcomm website with link to your home page
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Conference Program Guide
- Sponsor recognition in the printed pre-conference promotional mailer
- Four (4) Full-Access Conference passes
- Four (4) Exhibit Hall Only passes
- Three (3) Real Estate (end user only) Guest Passes
- First right of refusal to sponsorship the following convention year
- Single 10x10 Standard Exhibit Space

General Session Bronze Level – \$7,500

2 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Sponsor logo recognition on the General Session introductory slide
- Company name and logo on General Session Stage
- Company name and logo on Realcomm | IBcon website with link to your home page
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Conference Program Guide
- Three (3) Full Access Conference passes
- Two (2) Real Estate (end user only) Guest Passes
- First right of refusal to sponsorship the following convention year



General Session Coffee Sponsorship – \$5,000

2 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition on the General Session introductory slide
- Sponsor recognition by Moderator at the beginning of session
- Company name and logo on signage outside Session room
- Sponsor recognition on a conference meter board signage
- Sponsor logo on signage near coffee station
- Opportunity to display marketing materials
- Sponsor logo with link to your home page on Realcomm web site
- Sponsor recognition in Realcomm Conference Program Guide
- Two (2) Full Access Conference passes
- One (1) Real Estate (end user only) Guest Pass
- Company logo on napkins

Smart Building Best Practice Showcase – \$7,500

4 AVAILABLE

This Best Practice Showcase super-session will feature the world's most progressive and successful implementations of smart buildings, portfolios and campuses. These projects represent the next generation of open, interoperable, integrated, and IP-centric buildings. In this interactive showcase setting, you'll have the opportunity to meet face-to-face with representatives for each project who will share both their challenges and successes and address energy conservation, operational efficiency, enhanced occupant experience, sustainability achievement and financial optimization.

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition on all building project signs (35+) inside "Best Practices" Showcase
- Thought leadership presence at this high level General Session
- Verbal Sponsor recognition by Moderator of "Best Practices" Showcase
- Sponsor recognition on any "Best Practices" Showcase materials
- Sponsor recognition on conference sponsor meter boards
- Sponsor recognition on floor signage in and around display area
- Sponsor recognition in Realcomm – IBCON Conference Program Guide Sponsor Page
- Company logo & recognition as Sponsor of "Best Practices" Showcase in Conference Program Guide
- Logo on IBCON Conference website with a link to Sponsor home page
- Sponsor logo on napkins at breakfast and beverage tables
- Three (3) complimentary full conference passes

Networking Reception and DIGIE Awards Sponsorship – \$15,000

2 AVAILABLE

The Networking Reception is a great way to get your company name in front of all conference attendees as they come together to relax and socialize after a long day of intense education. During the reception, we will be announcing the DIGIE award winners, a prestigious annual award presented to industry innovators and thought leaders. As a Sponsor, a representative of your company will participate in the DIGIE Award ceremony and have the opportunity to address attendees.

COMPLETE PACKAGE INCLUDES:

- Opportunity to participate during Digie Award presentation
- Sponsor recognition by Moderator at opening and closing of ceremony
- Opening and/or Closing remarks at the event
- Logo on large digital screen
- Sponsor logo on drink tickets
- Complimentary batch of drink tickets
- Sponsor logo on floor signage near stage
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Realcomm | IBCON Conference Program Guide
- Sponsor recognition in the printed pre-conference promotional mailer
- Sponsor recognition in the Realcomm Advisory Digie Awards Issue (highest read issue)
- Company name and logo on Realcomm website with link to your home page
- Four (4) Full Access conference passes
- Three (3) Real Estate (end user only) Guest Passes
- First right of refusal to sponsorship the following convention year
- Three (3) exhibit hall only passes
- Single 10x10 Standard Exhibit Space

Private Keynote Luncheon – \$7,500

2 AVAILABLE

This function is an invitation-only luncheon featuring a keynote speaker from the General Session. The invitation list will be carefully chosen by Realcomm and the Luncheon Sponsors to include 25-30 top executives from some of the most prominent commercial real estate firms in the country. Sponsors will have the opportunity for opening and/or closing remarks and provide literature to the attendees. There is no other opportunity like this to network exclusively with some of the most influential decision-makers in the industry.

COMPLETE PACKAGE INCLUDES:

- Opportunity to address lunch attendees
- Opportunity to invite select real estate executives to attend
- Sponsor recognition (company name and logo) on signage outside luncheon room
- Banner/signage with company name and logo inside luncheon room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Realcomm Conference Program Guide
- Company logo on the Realcomm website with a link to your Home Page
- Sponsor opportunity to give away door prize or give a gift to all luncheon attendees
- Three (3) Full Access conference passes
- Two (2) Real Estate (end user only) Guest Passes
- First right of refusal to sponsorship the following convention year

EDUCATION TRACK SPONSORSHIP OPPORTUNITIES

JUNE

2018 PROGRAM DETAILS COMING SOON

Year after year, our commitment to delivering a dynamic, relevant educational program has helped establish Realcomm and IBCON as “must attend” industry events. Our extensive education program is designed to give BUILDING OWNERS, DEVELOPERS, CIOs/CTOs, PROPERTY MANAGERS, ASSET MANAGERS, FACILITY MANAGERS, and BUILDING ENGINEERS the technology tools they need to positively impact the bottom line of their companies – from automating business processes, to general technology solutions specifically for real estate organizations, to smarter, connected, high performance, intelligent building technologies.

2018 PROPOSED IBCON TOPICS:

- 3D Digital Scanning
- Access Control
- Aligning the Organization Around Smart Building Initiatives
- AR/VR
- BAS & EMS Platforms
- BIM for O&M
- Creating a Smart Mall
- DAS/Wireless
- Designing the Base Building Network
- Digital Signage
- Drones
- Energy Procurement
- FDD & Analytics
- Finding, Training & Retaining Talent
- Fire/Life Safety
- Impact of Autonomous Cars
- Incident Tracking & Situational Awareness
- Integrator Summit
- Intelligent Retrofit Strategies
- IoT for Smart Buildings & Campuses
- Lighting Tech
- Microgrids & Storage
- Net Zero
- Personalized Controls
- Physical Security
- Cybersecurity
- Power Conditioning
- Predictive Maintenance
- Project Haystack
- Renewables
- Robotics
- Smart Building Best Practices
- Smart Building Bootcamp
- Smart Building Data Strategies
- Smart Parking
- Sustainability Reporting
- Waste Technologies
- Water Technologies
- Wearables

Conference Education Track Sponsorships – \$15,000

2 AVAILABLE PER TRACK

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition inside each session contained in track
- Presentation opportunity in a session inside track
- Sponsor recognition by Moderator at opening and closing of sessions
- Sponsor logo on intro slide before all Track sessions
- Sponsor recognition on all session track materials
- Sponsor recognition on signage outside session room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Realcomm Conference Program Guide
- Sponsor recognition in the printed pre-conference promotional mailer
- Company name and logo on Realcomm website with link to your home page
- Prior to session, Sponsor may distribute company brochures on chairs for attendees
- Four (4) Complimentary Full Access Conference Passes
- Four (4) Exhibit Only passes
- Three (3) Real Estate (end-user only) Guest Passes
- First right of refusal to sponsorship the following convention year
- Single 10x10 Standard Exhibit Space

Supporting Education Track Sponsorships – \$7,500

2 AVAILABLE PER TRACK

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition as Supporting Education Track Sponsor inside each session contained in track
- Sponsor recognition by Moderator at opening and closing of sessions
- Sponsor logo on intro slide before all Track sessions
- Sponsor recognition on all session track materials
- Sponsor recognition on signage outside session room
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Realcomm Conference Program Guide (deadline 5/25)
- Sponsor recognition on Realcomm website with link to your Home Page
- Sponsor may distribute marketing material or brochures on table in back of the room
- Three (3) Complimentary Full Access Conference Passes
- Two (2) Real Estate (end-user only) Guest Passes
- First right of refusal to sponsorship the following convention year

Supporting Session Sponsorship – **EXHIBITOR PRICE: \$1500 | NON-EXHIBITORS: \$2500**

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition by Moderator during session
- Sponsor recognition on signage inside and outside session room
- Sponsor recognition on all Session Track materials
- Recognition as a SPONSOR in Realcomm Conference Program Guide
- Company logo on Realcomm website and link to Home Page
- Opportunity to place marketing brochures on table in back of the session room
- One (1) Full Conference Pass (Only for Non-Exhibitors)

OTHER HIGH LEVEL VISIBILITY SPONSORSHIPS

Conference Registration Sponsorship – \$7,500

The registration area is the perfect venue for making that all-important first impression to delegates. Since every delegate MUST come through registration to retrieve their badge, lanyard and conference bag, it is a highly visible arena. This is the first sponsor attendees see upon arrival at Realcomm. Included at the registration table will be your company's logo, marketing brochure, and your representative's business card available for the taking.

4 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Company logo prominently displayed on signage at Registration
- Company Logo displayed on all Conference Badges
- Opportunity to place a one-page marketing flyer on the registration table or provide company pens/pencils or pads with your logo
- One conference bag insert
- Sponsor recognition on a conference meter board signage
- Sponsor recognition in Realcomm Conference Program Guide
- Company logo on the Realcomm website with a link to your home page
- Three (3) Full Access conference passes
- Two (2) Real Estate (end user only) Guest Passes
- First right of refusal to sponsorship the following convention year

Realcomm-IBcon Conference WiFi Sponsorships

WiFi Premium Package – \$7,500

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition (logo) on WiFi network "login page" as Premium Sponsor
- "About the Sponsor" company description (100-word) on "login page" with hyperlink to website
- Sponsor has opportunity to designate special "landing page" to which all conference attendees will be directed once login is complete – this can be sponsor's website, special information page, etc (subject to hotel approval)
- Sponsor opportunity to add any additional links, pdf files, videos, etc to "landing page"
- Sponsor recognition included on all instructional material about the WiFi Network provided to conference attendees
- Recognition as Conference WiFi Sponsor on signage near Exhibit Hall
- Company name and logo on IBcon website with link to your home page
- Sponsor recognition on oversized conference meter board signage
- "WiFi Sponsor" recognition in the Realcomm-IBcon Conference Program Guide
- Three (3) full conference passes
- One (1) full conference pass for real estate guest

WiFi Bronze Package – \$5,000

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition (logo) on WiFi network "login page" as Bronze Sponsor
- Company description (100-word) on login page with hyperlink to website
- Sponsor logo included on all instructional material about the WiFi Network provided to conference attendees
- Recognition as Conference WiFi Sponsor on signage near Exhibit Hall
- Company name and logo on IBcon website with link to your home page
- Sponsor recognition on oversized conference meter board signage
- "WiFi Sponsor" recognition in the Realcomm-IBcon Conference Program Guide
- Two (2) full conference passes

WiFi Supporting Package – \$2,500

COMPLETE PACKAGE INCLUDES:

- Sponsor recognition (logo) on WiFi network "login page" as Supporting Sponsor
- Sponsor logo included on all instructional material about the WiFi Network provided to conference attendees

- Recognition as Conference WiFi Sponsor on signage near Exhibit Hall
- Company name and logo on IBcon website with link to your home page
- Sponsor recognition on oversized conference meter board signage
- "WiFi Sponsor" recognition in the Realcomm-IBcon Conference Program Guide

Conference Mobile Application Program Guide Splash Page Sponsorship – \$6,000

Realcomm is going mobile and will be providing an interactive mobile program guide to all attendees to view the conference agenda, highlights, program details, special events, speakers, maps, and tradeshow information on a variety of mobile devices including the iPhone, iPad, BlackBerry, Palm, Symbian and Android. There is also an interface with live social media feeds and RSS integration and syncs easily with Outlook, iCal, and Google Calendar. The mobile application platform also enables polling, surveys and analysis of attendee feedback.

2 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Company logo/banner will be prominently placed on the splash page of the mobile application
- Opportunity to download company profile or make available a pdf brochure to attendees
- One conference bag insert
- Company logo in the printed Conference Program Guide as the Mobile Application Program Guide Splash Page Sponsor
- Company logo on the Realcomm and IBcon websites with a link to your home page
- Sponsor recognition on a conference meter board signage
- Two (2) Full Access conference passes
- One (1) Real Estate (end user only) Guest Pass
- First right of refusal to sponsorship the following convention year

Conference Mobile Application Program Guide Banner Sponsorship – \$5,000

4 AVAILABLE

COMPLETE PACKAGE INCLUDES:

- Primary Sponsoring Company logo/banner will be placed at the top / Supporting Sponsoring Company logo/banner placed toward the bottom of the mobile application (rotating banner or fixed)
- Banner will include a hyperlink to sponsor's company website or other website of choice
- Opportunity to download company profile or make available a pdf brochure to attendees
- One conference bag insert
- Company logo in the printed Conference Program Guide as the Supporting Mobile Application Program Guide Sponsor
- Company logo on the Realcomm and IBcon websites with a link to your home page
- Sponsor recognition on a conference meter board signage
- One (1) Full Conference Pass
- First right of refusal to sponsorship the following convention year

Conference Charging Station Sponsorship

\$7,500 SHARED SPONSORSHIP | \$12,500 EXCLUSIVE SPONSORSHIP

COMPLETE PACKAGE INCLUDES:

- Four (4) Charging Station Kiosks strategically placed for conference participants, including one in close proximity to the sponsor booth.
- Opportunity to design graphics showing on charging station kiosk (artwork requires prior approval by Realcomm)
- Opportunity to provide a video clip - if applicable
- Company name and logo on Realcomm website with link to your home page
- Sponsor recognition on conference meter board signage
- "Charging Station" sponsor recognition in Conference Program Guide with locations mapped
- Four (4) Full Access conference passes (exclusive sponsorship) / Three (3) full access conference passes (shared sponsorship)
- Two (2) Real Estate (end user only) Guest Passes
- First right of refusal to sponsorship the following convention year

IBCON SPONSORSHIP OPPORTUNITIES AT A GLANCE

Platinum and Gold Level

	Price
Platinum	\$45,000
Gold	\$30,000
Conference LIVE	\$30,000

Silver Level

CIO Roundtable Keynote	\$22,500
General Session Keynote	\$20,000
CIO Roundtable – General	\$19,500
General Session Event Sponsor	\$15,000
Conference Education Track Sponsor	\$15,000
Conference Charging Station Sponsorship - Exclusive	\$15,000
Networking Reception & DIGIE Awards	\$12,500
Private VIP Reception	\$12,500

Bronze Level

Cybersecurity Summit Sponsorship	\$10,000
IB.Boot.Camp	\$10,000
Advisory Council Summit	\$10,000
Conference Charging Station Sponsorship - Shared	\$7,500
Smart Building Best Practice Showcase	\$7,500
Smart Building Integrator Summit Sponsorship	\$7,500
General Session Bronze	\$7,500
Conference Badge Straps / Lanyards	\$7,500
Conference Registration Sponsorship	\$7,500
WiFi Premium Package	\$7,500
Supporting Education Track Sponsor	\$7,500
Private Keynote Luncheon	\$7,500
Conference Mobile Application Splash Page	\$6,000
Conference Mobile Application Program Guide Banner Sponsorship	\$5,000
COO/CAO/CFO Sponsorships	\$5,000
CIO Roundtable Break Sponsor	\$5,000
General Session Coffee Sponsor	\$5,000
Higher Education – Smart Campus Summit Sponsorship	\$5,000
Sustainability Executive Smart Building Symposium	\$5,000

Bronze Level (continued)

	Price
Conference Bags	\$5,000
WiFi Bronze Package	\$5,000
Cybersecurity Summit Supporting Sponsorship	\$5,000
Smart Building Integrator Summit Supporting Sponsorship	\$5,000
Supporting Education Track - Specialty Tracks	\$5,000

Supporting Level Sponsors

IB Boot Camp Break Sponsor	\$3,500
Cybersecurity Summit Break Sponsorship	\$3,500
COO/CAO/CFO Break Sponsorship	\$3,500
Smart Building Integrator Summit Break Sponsorship	\$3,500
WiFi Supporting Package	\$2,500
Golf Outing - Main Event Sponsorship	\$3,500
Golf Outing - Reception Sponsorship	\$3,000
Golf Outing - Beverage Cart Sponsorship	\$2,500
Golf Outing - Lunch/Transportation Sponsorship	\$2,500
Golf Outing - Par 3 Stay Sponsorship	\$2,500

Traffic Boosters

Bottled Water	\$5,000
Coffee/Esspresso Cart	\$5,000
Ice Cream Cart	\$3,500
Juice Cart	\$3,500
Cookie Break	\$2,500
Popcorn Cart	\$2,500
Beverage Bar	\$2,500

Advertising

Program Guide Ad: Full Page - Back Cover	\$3,000
Program Guide Ad: Full Page - Inside Front	\$2,000
Program Guide Ad: Full Page - Inside Back	\$2,000
Program Guide Ad: Full Page	\$1,500
Conference Bag Insert	\$1,000
Program Guide Ad: Half Page	\$750

PAST SPONSORS AND EXHIBITORS

The following is a sample of some of the sponsors and exhibitors who have participated in the past. Sponsors of Realcomm become recognized as leading solutions providers and technology leaders for the commercial real estate industry.

360Facility	Deloitte & Touche	Jones Lang LaSalle Americas, Inc.	RealView, LLC
Abundant Power	Desks Near Me	Kastle Systems	RealWired!, Inc.
Accenture	DGLogik, Inc.	KGS Buildings	REALworkspaces
Accruent	Digital Map Products	KMC Controls	Reapplications
ActiveLogix	Distech Controls, Inc.	LeaseRunner.com	REdirect Consulting
Adura Technologies	DocClarity	LeoSoftware	Redwood Systems
Advanced Power Control Inc.	DQI USA	LonMark International	REI Wise
AIC Wireless	Earthdata International	LoopNet, Inc.	RentManager
Alliance Solutions Group	Eaton	Lutron	RentPayment
Alvarez & Marsal	Ebix BPO	Lynxpring	REOL
American Tower	EcoDomus	Lynx Systems	Resolve Technology, Inc.
AMT Direct	ECS Group, Inc.	M5 Networks	RestorePoint
AMX	EFT Energy	MACH Energy	Retail Lease Trac, Inc.
Anadec	Eigen X	Magix Technologies	RETransform
Angus Group Systems	Elevator Channel	Mann Wireless	RF Connect
Anterra Technology	EMC - Business Edge Solutions	M.C. Dean, O&M Group	RIIISnet
Appraisal Institute	Emerson Network Power-Liebert	McKinstry Co.	RLE Technologies
Arcestra	Encelium	Meridian Systems	Rofo
ARCHIBUS, Inc.	EnergyPrint, Inc.	Microsoft	SAP America, Inc.
ArchIDATA	Enerliance	Millennia Group, LLC	SClenergy
Argus Software	EnerNOC, Inc.	Millennial Net	Selex ES (a Finmeccanica Company)
Ascendix Technology	Enocean	MindMatrix	Serene Corporation
AvidXchange, Inc.	ENthEnergy, LLC	MongoNet	ShoreGroup, LLC
AVI-SPL	Environmental Systems Design (ESD)	Motorola	Siemens Building Technologies
AwareManager	Environmental Systems, Inc. (ESI)	MRI Software	Site Controls
Axxerion	Envision Solar, LLC	NACT Telecommunications, Inc.	Skire
B4 Consulting, Inc.	eRealInvestor	National Real Estate Investor	SkyFoundry
BAE Systems	Ernst & Young	Navair	Skyline II/SS&C
BAS Services & Graphics	eSight Energy	Negawatt	Sloan Valve Co.
Bandwidth Now	Esri	New Boston Fund	SmartCore
BasWare, Inc.	Evolution Ventures	Nexus Media, Inc.	Smart Devine
Black Box Network Services	Eximius BPO	Nexus Systems, Inc.	Spenser Communications, Inc.
Black Dog Software Group, Inc.	Exp U.S. Services, Inc.	Noesis	Spinwave Systems, Inc.
Bricsnet	ExteNet Systems	NOI Strategies	SS & C Technologies
Building Clouds	Ezenics	Nomad Mobile	Standard Vision, LLC Los Angeles
Building Engines	Famis Software, Inc.	Office Media Networks	Streamline Networks
BuildingIQ	FIX Consulting, LLC	Officespace.com	Sutherland Global Services
Business Integration Group	FM Systems	Onicon	SWC Technology Partners
CABA	Four Winds Interactive	Open Box Software	Switch Automation
Cadence Quest, Inc.	Fuel Applications	OpsTechnology	Talisen Technologies
Calvis	Fusion Consulting, Inc.	Optigo Networks	Tata Consultancy Services Ltd
Canem	FusionStorm	Optimum Energy	TecFac
Captivate Network	Genea	Oracle Corporation	Telkonet
Cellular Specialties	Global Carbon Systems	OSCRE	TenantRex
CePORT, LLC	Global Software, Inc.	OSSSE	TENG Solutions
CGI Federal	Google, Inc.	Pacific Controls	Thomson Property Tax Services
Chatham Financial Corp.	GoPaperless Solutions	Palazzo, Inc.	TOTAL
Cimetrics	GPG Advisers	Panduit Corp.	Traverse Technologies
Cion	Grant Thornton	PayYourRent.com	Triacta
Cisco Systems	GridPoint	PCN Technology	Tridium
Citrix Online	Hara	Pepco Energy Services	Trimble
Clean Urban Energy (CUE)	HCL Technologies	Philips/WESCO	Urban Mapping
Climatec	Herman Miller	Planimetron, Inc.	Verdouw & Associates
CMBS.com	Hibox Technology, Inc.	PMWeb, Inc.	Veribrum Real Estate Software
Cognitive Systems	Hipercept	Point32	Veris Industries, LLC
Coldwell Banker Commercial	Honeywell	Prepared Response	View The Space
CommScope, Inc.	IBM	Progressive AE	Virtual Premise
Compstak	Iconics, Inc.	Property Capsule	VISTA
Concept3D	IDC Energy Insights	Property Info	Vizables
ConfirmNet Corp.	In-Building Wireless Alliance	PropertyTract	Voyanta
Constellation New Energy	Incenergy	PRTM Management Consultants	Waterfall - IRR
Control Network Solutions	Informetrics	Public Savings Bank 1031 Corp.	WattStopper
Corrigo Incorporated	InfoTech Marketing, Inc.	Pulse Energy	WebX Communications
CoStar Group, Inc.	InnerWireless	Quality Attributes	Xceligent, Inc.
Creative	InsideIQ Building Automation Alliance	Qube Global Software	Xchanging
Crestron Electronics, Inc.	Insight Software	R & K Solutions	XO Communications
CSI3 (A Controlco Company)	Intel	Rail Yard, Inc.	Xtium
CSI Solutions Group, a Division of Goodman Networks	Integrated Business Systems, Inc. (IBS)	RE Technology Solutions	YapStone, Inc.
Daintree Networks	Intelligent Buildings	Real Estate Financial Modeling (REFM)	Yardi Systems, Inc.
CxGBS (Commissioning & Green Building Solutions, Inc.)	Intelligent Words	Real Estate On-Line (REOL Services)	Yash Technologies
Database Intl. Group/Aware Technology	Interface Multimedia, Inc.	REAL Integrated Technology	Yield Technologies
Datex Media	J2 Innovations, Inc.	Real Pro-Jections, Inc.	
Dell	JDR Consulting, LLC	RealFoundations	
	Jetlun	Realogic Analytics	
	Johnson Controls, Inc.	RealPage	